



P2020-795^{Q&As}

IBM Decision Optimization Technical Mastery Test v2

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QUESTION 1

While the components of a product demonstration will vary depending upon the requirements of the prospective customer, a best practice for all successful product demonstrations is to:

- A. Cover as many features as possible in order to impress the prospect.
- B. Lead with a description of the product architecture.
- C. Start by describing all input data before showing the solution.
- D. Focus on 2-5 key features and summarize their benefits.

Correct Answer: D

QUESTION 2

A technical seller has conducted an IBM Decision Optimization Discovery Workshop with a client. Which outcomes are essential to conclude the discovery?

- A. An understanding of the business situation as well as the technical and financial information.
- B. An understanding of the business situation as well as the solution overview and the solution approach.
- C. The stakeholders being convinced as well as the technical and financial information.
- D. The definition of a Proof of Concept has been established as well as the solution overview and the solution approach

Correct Answer: B

QUESTION 3

Which financial industry use case is a good candidate for an IBM Decision Optimization solution?

- A. Determining risk tolerance of an investor
- B. Determining expected return of a portfolio
- C. Determining risk level of a portfolio
- D. Determining portfolio composition to balance return and risk

Correct Answer: C

QUESTION 4

A technical seller has been invited to an initial meeting with a client. In advance, the client has provided some details regarding their business problem and pain points, as well as some data showing the opportunity for optimization. The sales team is setting high expectations to make a strong initial impression on this client. Their goal for this meeting is to



demonstrate the potential for a high level of return from a Decision Optimization solution. To achieve this goal the technical seller should deliver

- A. Proof of Concept because it uses client data.
- B. Proof of Concept as this is the best way to focus on the clients requirements during the preparation effort.
- C. demo, to provide an initial high-level view of the product, emphasizing key features and prompting useful feedback.
- D. demo, as it requires a minimal investment of effort

Correct Answer: B

QUESTION 5

A technical seller has conducted an IBM Decision Optimization Discovery Workshop with a client. Which situation requires further discovery?

- A. The project budget is not yet fixed.
- B. The client has not yet provided data for a proof of concept.
- C. The key stakeholders have not attended the workshop sessions.
- D. The Time To Pay value cannot exactly be determined.

Correct Answer: B

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